

Introduction to Investment opportunities - Chemicals and Metals



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Metals & Chemicals Clusters targets to create local consumer goods suppliers that maximize utilization of available feedstock within the country as import substitution



Chemicals & Fertilizers

شركة قطر للكيماويات المحدودة
QATAR CHEMICAL COMPANY LTD.

شركة قطر البتركيماويات
QATAR PETROCHEMICAL COMPANY

شركة قطر للصين المحدودة
QATAR VINYL COMPANY LTD. LLC.

Touching your life

شركة قطر للأسمدة الكيماوية
QATAR FERTILISER COMPANY

شركة الخليج للفورمالدهايد
Gulf Formaldehyde Co

شركة قطر للأحماض الكيماوية
Q-ACIDS

شركة قطر للميلامين
QATAR MELAMINE CO.

SEEF

Steel & Aluminium

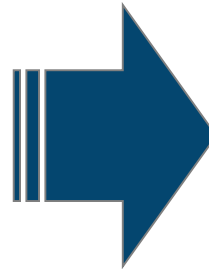
قطر ستيل
QATAR STEEL

الومنيوم قطر
Qatalum

Feedstock Supply



Feedstock Supply



- 1

Laundry Detergents

Indus. & Instit. Cleaners

Household Cleaning Supplies
- 2

Household Containers

Household Containers' Stoppers & Lids
- 3

Consumer Bottles

FMCG Bottles

Commercial Bottles

Bottle Caps & Closures
- 3

Flooring

Roofing

Wall Coverings

Cladding

Wind./ Door Prof.
- 3

Liquid Storage Tanks

Industrial Drums & Containers
- 4

Catheter

Blood kits

Hosp. Lab. Supp.
- 4

Structural Shapes

Rails
- 5

Slag - Portland Cement

Slag - Aggregate

Plastic recycling

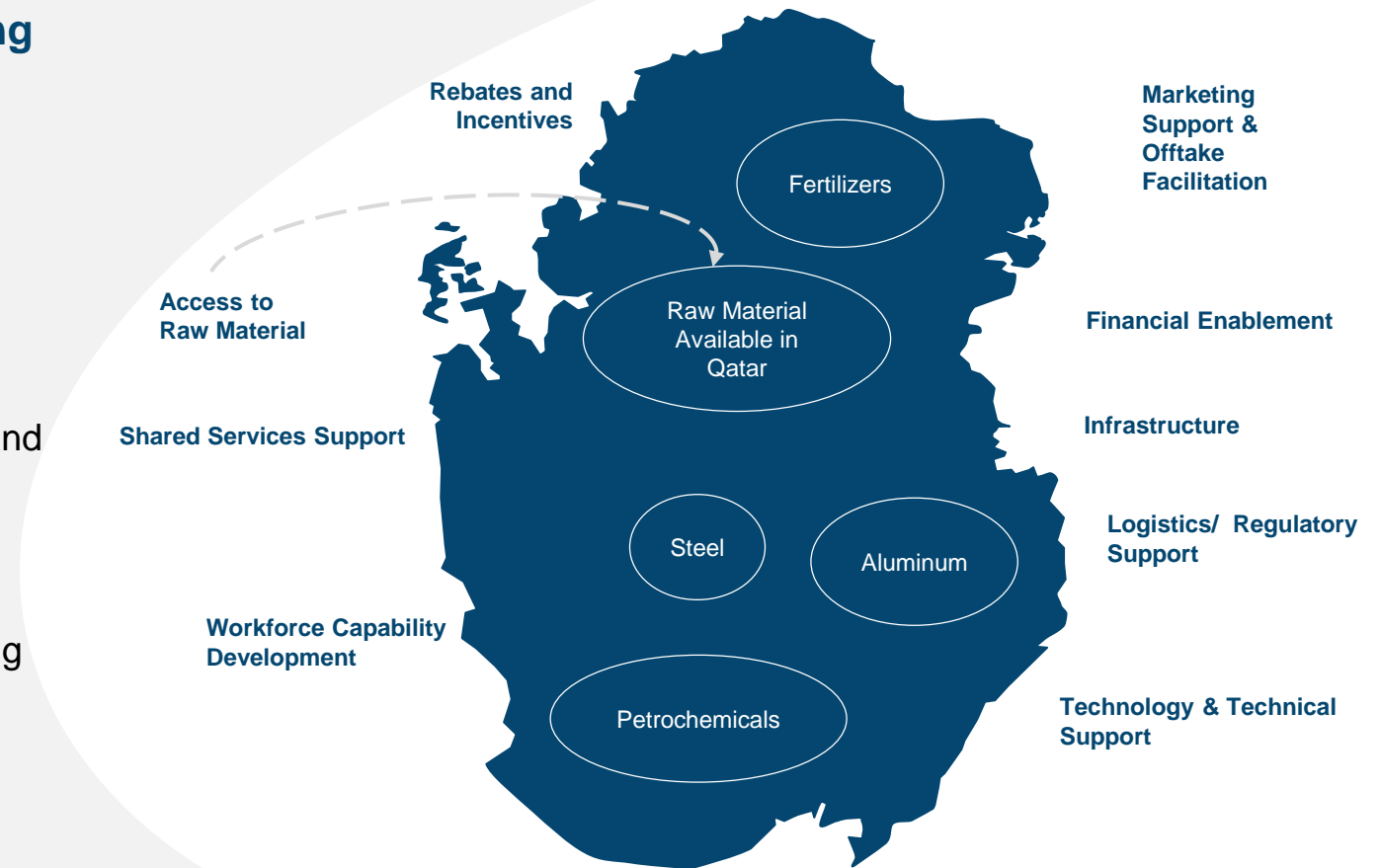


National SME development programs typically provide 9 key enablers to help develop SMEs

SME Development Programs Enablers for SMEs/ Investors

To support SME opportunities through facilitating the identified SME ecosystem enablers:

1. Provide access to raw material and specific product grades
2. Enables access to technology
3. Support SMEs during planning cycle
4. Establish SME certification programs
5. Facilitate dialogues with regulators to secure license and infrastructure
6. Deliver trainings to help upskill SME employee capabilities
7. Support existing shared services providers in expanding offering
8. Ensure financial enablement during screening process
9. Enable SME access to industrial zones



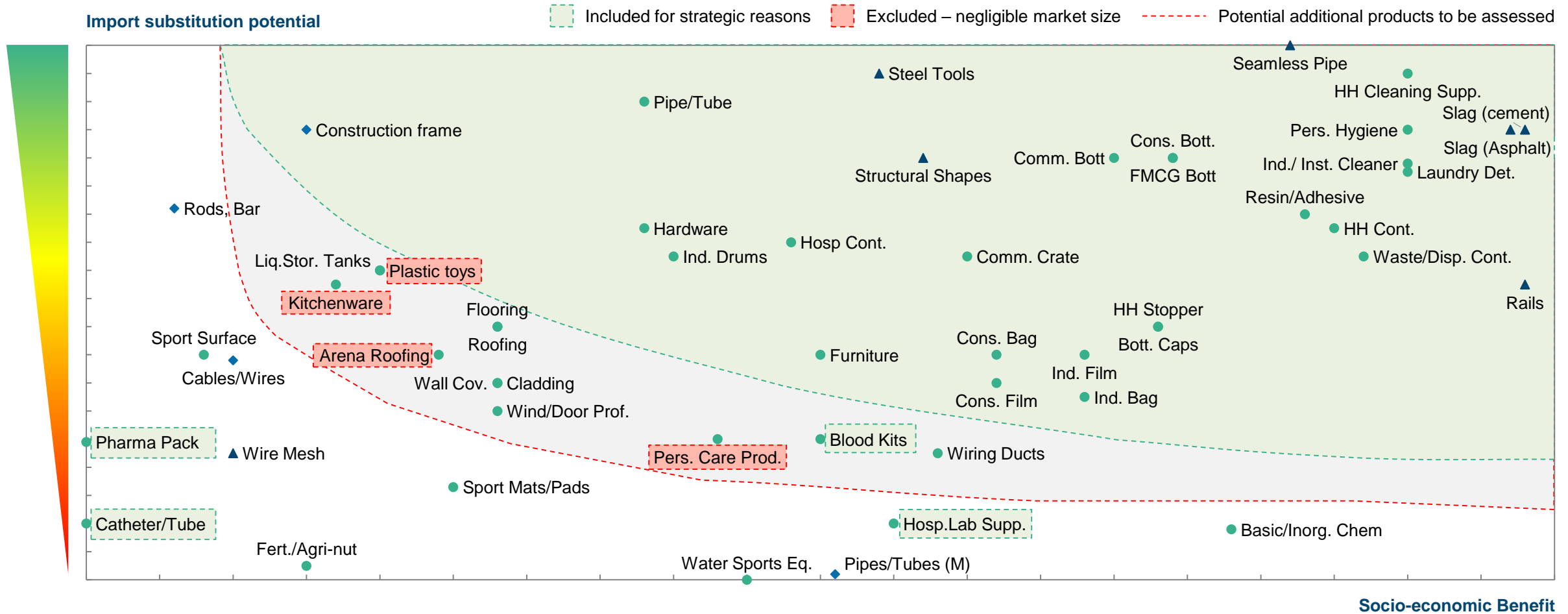
SMEs are important for economic and social reasons, given the sectors role in employment

The list of opportunities across Chemicals/ Fertilizers, Steel, and Aluminum for Small and Medium Enterprises (SME) Scale

- ▲ Steel
- Chemicals & Fertilizers
- ◆ Aluminum



The selected opportunities screened from more than 100 potential considering Import Substitution Potential and Socio-economic Benefits



There are 4 Downstream industries supporting feedstock to 32 opportunities in the cluster



Petrochemicals
(22 Opportunities)

Aluminum
(2 Opportunity)

Steels
(6 Opportunities)

Fertilizer
(1 Opportunity)

**Steel &
Aluminum
Recycling**
(1 Opportunity)

Total

Sub Total =

We have identified 32 opportunities from Metal and Chemical Cluster

■ High ■ Medium ■ Low



Industry	Addressable opportunities	Raw Materials	Required capital intensity, QAR M		Estimated Revenue in 2023, QAR M
Petrochemical	1 Consumer Bottles	HDPE / LDPE	10-50	Medium	12
	2 FMCG Bottles	HDPE / NaOH	10-50	Medium	7-8
	3 Commercial Bottles	HDPE / LDPE	10-50	Medium	6-7
	4 Consumer Bags	HDPE / LDPE / LLDPE	0-10	Low	3-4
	5 Industrial Bags	HDPE / LDPE	0-10	Low	2
	6 Consumer Films	HDPE / LDPE / PVC	10-50	Medium	6-7
	7 Industrial Films	HDPE / LDPE / PVC	10-50	Medium	12
	8 Household Container	HDPE / LDPE	10-50	Medium	20
	9 Commercial Crates	HDPE	0-10	Low	4-5
	10 Garbage Container	HDPE	0-10	Low	8
	11 Industrial Drums	HDPE	0-10	Low	8
	12 Medical Containers and Bottles	HDPE / LDPE / PVC	0-10	Low	2.5
	13 Pharmaceutical Packaging	PVC	0-10	Low	1.5
	14 Hospital Supplies and Blood Kits	PVC / LDPE	10-50	Medium	13
	15 Furniture	HDPE / LDPE / LLDPE / PVC	0-10	Low	2.5
	16 Hoses and Splitters	HDPE / PVC	0-10	Low	5-6

112.5-118.5

We have identified 32 opportunities from Metal and Chemical Cluster

■ High ■ Medium ■ Low



Industry	Addressable Opportunities	Raw Materials	Required Capital Intensity, QAR M	Estimated Revenue In 2023, QAR M
Petrochemical	17 Cleaners and Detergents	NaOH / Linear Alkyl Benzene	50+ ■	60
	18 Personal Hygiene Products	NaOH / Alkoxylates	10-50 ■	10
	19 Pipes, Tubes and Fittings	HDPE / PVC	10-50 ■	12-13
	20 Wiring Ducts	HDPE / PVC	10-50 ■	5-6
	21 Roofing, Flooring, Cladding	PVC	50+ ■	65
	22 Plastic Recycling	HDPE / LDPE / LLDPE	50+ ■	35
Fertilizers	23 Resins and Adhesives	Urea / Formaldehyde	10-50 ■	18-20
Steel	24 Seamless Pipes	Billets	50+ ■	33-34
	25 Steel Structural Shapes	Billets	50+ ■	62
	26 Steel Tools	Rods / Wires	10-50 ■	25
	27 Slag Aggregates	Slag	10-50 ■	7-8
	28 Machining & Assembly: Steel	Semi-finished steel product	10-50 ■	28-30
	29 Cement	Steel slag / Limestone	50+ ■	50
Aluminium	30 Aluminium Construction Frames	Ingots / Billets	10-50 ■	37-38
	31 Machining & Assembly: Aluminium	Semi-finished aluminium product	10-50 ■	9.5
Steel & Aluminium	32 Steel and Aluminium Recycling	Steel / Aluminium Scrap	10-50 ■	33-34

299.5-307.5

223-229

46.5-47.5

Total = 620-638